

Contract #	3017071	Date Entered	09/05/17
Schedule Dates	09/06/17-09/12/17	Last Modified	09/05/17
Advertiser	Ed Gillespie for VA Governor (116805)	Entered By	James Staton
Agency	Strategic Media Services (8287)	CO-OP	No
Product	POLITICAL CANDIDATE (ns) (1186)	Headline #	
Brand	277/357/2984 (931637)	Demo	
Salesperson	Monares, Barbara (3870)	Order Type	Normal
Sales Office	WJLA/GJLA/EJLA	Package Deal	
Buyer Name	Neil,Williams,	Commission %	15.00
Phone/Fax	/	Commission	\$7,248.75
СРЕ	277/357/3102	Net Total	\$41,076.25
Account Types	Local/Political Candidate Agency BRD	Sales Tax	
Billing Type	Standard		

Spots 42	<u>Rate</u> \$48,325.00
42	\$48.325.00
	ψ.0,323.00
42	\$48,325.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr	Sa S	Spot	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	09/06/17-09/06/17	2	:30	5A- News-Good Morning Washington at 5a				1					1 \$250.00	\$250.00	Washington (WJLA)		9/5/17
2.0	Normal Line / Prime Premium	09/11/17-09/11/17	3	:30	8P- 10P (EST)	1	х		1			i		1 \$4,000.00	\$4,000.00	Washington (WJLA)	Daypart PT(Agency)-PWN	9/5/17
3.0	Normal Line / Football	09/09/17-09/09/17	3	:30	3:30P- 7P (EST)	1	i					x		1 \$3,000.00	\$3,000.00	Washington (WJLA)	Daypart RT(Agency)-PWN	9/5/17
4.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	5A- News-Good Morning Washington at 5a		1					1		1 \$250.00	\$250.00	Washington (WJLA)		9/5/17
5.0	Normal Line / SPOT	09/07/17-09/08/17	2	:30	0 6A- News-Good Morning Washington at 6a					1	1	1		2 \$800.00	\$1,600.00	Washington (WJLA)		9/5/17
6.0	Normal Line / SPOT	09/12/17-09/12/17	2	:30	6A- News-Good Morning Washington at 6a			1				1		1 \$800.00	\$800.00	Washington (WJLA)		9/5/17
7.0	Normal Line / SPOT	09/06/17-09/08/17	2	:30	7A- ABC-Good Morning America				1	1	1			3 \$800.00	\$2,400.00	Washington (WJLA)		9/5/17
8.0	Normal Line / SPOT	09/12/17-09/12/17	2	:30	7A- ABC-Good Morning America			1						1 \$800.00	\$800.00	Washington (WJLA)		9/5/17
9.0	Normal Line / SPOT	09/07/17-09/07/17	2	:30	9A- Live with Kelly		1		i	1		Í		1 \$300.00	\$300.00	Washington (WJLA)		9/5/17
10.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	9A- Live with Kelly		1							1 \$300.00	\$300.00	Washington (WJLA)		9/5/17
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CONFIRMATION CONTRACT

Accepted-Agency/Advertiser: Date: Accepted-Station: Date: Comments:

Separation: 30

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

Strategic Media Services 1911 N Ft Myer Dr Ste 400 Arlington, VA 22209

## Contract # 3017071

Schedule Dates 09/06/17-09/12/17 Advertiser Ed Gillespie for VA Governor (116805)

Agency Strategic Media Services (8287) Product POLITICAL CANDIDATE (ns) (1186)

Brand 277/357/2984 (931637) Salesperson Monares, Barbara (3870)

WJLA/GJLA/EJLA Sales Office **Buyer Name** Neil, Williams,

Phone/Fax CPE 277/357/3102

Account Types Local/Political Candidate Agency BRD

Billing Type Standard Separation: 30 **Date Entered** 09/05/17 Last Modified

09/05/17 Entered By James Staton

No CO-OP

Headline # Demo

Order Type Normal

Package Deal Commission % 15.00

Commission \$7,248.75 Net Total \$41,076.25

Date:

Comments:

Sales Tax

Washington (WJLA) By Broadcast Month Spots Rate Sep. 2017 42 \$48,325.00 Grand Total: 42 \$48,325.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th F	r Sa Sı	Spots	Rate	Total	Station	Comments	Entere
11.0	Normal Line / SPOT	09/06/17-09/06/17	2	:30	11A- ABC-The View				1				1 \$300.0	\$300.00	Washington (WJLA)		9/5/17
12.0	Normal Line / SPOT	09/11/17-09/12/17	2	:30	11A- ABC-The View		1	1			1 1		2 \$300.0	\$600.00	Washington (WJLA)		9/5/17
13.0	Normal Line / SPOT	09/12/17-09/12/17	2	:30	12P- News-ABC 7 News at Noon			1	1				\$250.0	0 \$250.00	Washington (WJLA)		9/5/17
14.0	Normal Line / SPOT	09/07/17-09/07/17	2	:30	1P- ABC-The Chew					1	1 1		1 \$250.0	\$250.00	Washington (WJLA)		9/5/17
15.0	Normal Line / SPOT	09/06/17-09/06/17	2	:30	4P- News-ABC 7 News at 4p				1				1 \$250.0	\$250.00	Washington (WJLA)		9/5/17
16.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	4P- News-ABC 7 News at 4p		1	i	i		1 1		1 \$250.0	9250.00	Washington (WJLA)		9/5/17
17.0	Normal Line / SPOT	09/07/17-09/07/17	2	:30	5P- News-ABC 7 News at 5p				1	1	1 1		1 \$400.0	\$400.00	Washington (WJLA)		9/5/17
18.0	Normal Line / SPOT	09/12/17-09/12/17	2	:30	5P- News-ABC 7 News at 5p			1			1 1		\$400.0	\$400.00	Washington (WJLA)		9/5/17
19.0	Normal Line / SPOT	09/06/17-09/08/17	2	:30	6P- News-ABC 7 News at 6p				1	1			2 \$500.0	\$1,000.00	Washington (WJLA)		9/5/17
20.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	6P- News-ABC 7 News at 6p		1				1 1		\$500.0	\$500.00	Washington (WJLA)		9/5/17
21.0	Normal Line / SPOT	09/07/17-09/07/17	2	:30	6:27P- 7P (EST)				1	1	1 1		\$2,500.0	92,500.00	Washington (WJLA)		9/5/17
22.0	Normal Line / Access	09/06/17-09/08/17	2	:30	6:57P- 7P (EST)				1	1 1			\$3,500.0	\$10,500.00	Washington (WJLA)		9/5/17
23.0	Normal Line / Access	09/11/17-09/11/17	2	:30	6:57P- 7P (EST)								1 \$3,500.0	\$3,500.00	Washington (WJLA)		9/5/17
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Accepted-Station:

Date:

Accepted-Agency/Advertiser:

Strate	A-TV WASHINGTON, DC  egic Media Services N Ft Myer Dr	LA 0 Wilson Blvd, 6th Floor ngton, VA 22209	Sci Add Ag Pro Bra Sal Sal	ontract nedule Dates vertiser ency oduct and esperson es Office yer Name one/Fax	# 3017071 09/06/17-09/12/17 Ed Gillespie for VA Strategic Media Se POLITICAL CANDII 277/357/2984 (93: Monares, Barbara i WJLA/GJLA/EJLA Neil,Williams, /	Governous Govern	(8287) (ns) (11		5)			Date Ente Last Modif Entered B CO-OP Headline Demo Order Typ Package E Commission	fied y # e Deal	09/05/ 09/05/ James No Norma 15.00 \$7,248	'17 Staton		Washington (WJLA) By Broadcast Month Sep. 2017 Grand Total:	<b>Spots</b> 42 42	<b>Rate</b> \$48,325.00 \$48,325.00
Ste 4		- 1	CP	E	277/357/3102							Net Total		\$41,07	76.25				
Anny	ton, VA 22209	- 1	Acc	count Types	Local/Political Cand	didate /	Agency	y BRD	)			Sales Tax							
		- 1	Bill	ling Type	Standard														
			Co	mments	Separation: 30														
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Line	Line Type / Break Type (Ref		Sec		Run Times	SPW	Мо		We Th	-	Sa Su	Spots	Rate	0.00	Total	Westing	Station	Comments	Entered O.F. (17)
24.0	Normal Line / Access	09/07/17-09/07/17	2	:30	7P- Wheel Of Fortune	SPW			1	1 1		Spots 1	\$1,40		\$1,400.00	Washington (	WJLA)	Comments	9/5/17
24.0 25.0	Normal Line / Access	09/07/17-09/07/17 09/12/17-09/12/17	2	:30	7P- Wheel Of Fortune 7P- Wheel Of Fortune	SPW		1	1			Spots 1 1 2	\$1,400 \$1,400	0.00	\$1,400.00 \$1,400.00	Washington (	WJLA)	Comments	9/5/17 9/5/17
24.0 25.0 26.0	Normal Line / Access	09/07/17-09/07/17	2	:30	7P- Wheel Of Fortune	SPW		1	1	1 1		Spots 1 1 2 2 1 1	\$1,40	0.00	\$1,400.00 \$1,400.00 \$4,800.00		WJLA) WJLA) WJLA)	Comments	9/5/17
24.0 25.0 26.0 27.0	Normal Line / Access Normal Line / Access Normal Line / Access	09/07/17-09/07/17 09/12/17-09/12/17 09/06/17-09/08/17	2 2	:30 :30 :30	7P- Wheel Of Fortune 7P- Wheel Of Fortune 7:30P- Jeopardy	SPW	1	1	1	1		Spots 1 1 2 2 1 1 2 2	\$1,400 \$1,400 \$2,400	0.00	\$1,400.00 \$1,400.00 \$4,800.00 \$2,400.00	Washington (	WJLA) WJLA) WJLA) WJLA)	Comments	9/5/17 9/5/17 9/5/17
24.0 25.0 26.0 27.0 28.0	Normal Line / Access  Normal Line / Access  Normal Line / Access  Normal Line / Access	09/07/17-09/07/17 09/12/17-09/12/17 09/06/17-09/08/17 09/11/17-09/11/17	2 2	:30 :30 :30 :30	7P- Wheel Of Fortune 7P- Wheel Of Fortune 7:30P- Jeopardy 7:30P- Jeopardy	SPW	1	1	1 1	1		Spots  1  1  2  1  1  1  1  1	\$1,400 \$1,400 \$2,400 \$2,400	0.00 0.00 0.00 0.00	\$1,400.00 \$1,400.00 \$4,800.00 \$2,400.00 \$1,500.00	Washington ( Washington ( Washington (	WJLA) WJLA) WJLA) WJLA)	Comments	9/5/17 9/5/17 9/5/17 9/5/17
24.0 25.0 26.0 27.0 28.0 29.0	Normal Line / Access  Normal Line / Access  Normal Line / Access  Normal Line / Access  Normal Line / SPOT	09/07/17-09/07/17 09/12/17-09/12/17 09/06/17-09/08/17 09/01/17-09/11/17 09/06/17-09/08/17	2 2	:30 :30 :30 :30 :30 :30	7P- Wheel Of Fortune 7P- Wheel Of Fortune 7:30P- Jeopardy 7:30P- Jeopardy 11P- 11:30P (EST)	SPW	1	1	1	1		Spots  1  1  2  1  2  1  2  2	\$1,40\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	0.00 0.00 0.00 0.00	\$1,400.00 \$1,400.00 \$4,800.00 \$2,400.00 \$1,500.00	Washington ( Washington ( Washington ( Washington (	WJLA) WJLA) WJLA) WJLA) WJLA) WJLA)	Comments	9/5/17 9/5/17 9/5/17 9/5/17 9/5/17
24.0 25.0 26.0 27.0 28.0 29.0 30.0	Normal Line / Access Normal Line / SPOT	09/07/17-09/07/17 09/12/17-09/12/17 09/06/17-09/08/17 09/11/17-09/11/17 09/06/17-09/08/17 09/12/17-09/12/17	2 2 2 2 2 2	:30 :30 :30 :30 :30 :30 :30	7P- Wheel Of Fortune 7P- Wheel Of Fortune 7:30P- Jeopardy 7:30P- Jeopardy 11P- 11:30P (EST) 11P- 11:30P (EST)	SPW	1	1	1	1		Spots	\$1,400 \$1,400 \$2,400 \$2,400 \$750	0.00 0.00 0.00 0.00 0.00	\$1,400.00 \$1,400.00 \$4,800.00 \$2,400.00 \$1,500.00 \$750.00	Washington ( Washington ( Washington ( Washington ( Washington (	WJLA) WJLA) WJLA) WJLA) WJLA) WJLA) WJLA)	Comments	9/5/17 9/5/17 9/5/17 9/5/17 9/5/17 9/5/17
24.0 25.0 26.0 27.0 28.0 29.0 30.0 31.0	Normal Line / Access Normal Line / SPOT Normal Line / SPOT	09/07/17-09/07/17 09/12/17-09/12/17 09/06/17-09/08/17 09/11/17-09/11/17 09/06/17-09/08/17 09/12/17-09/12/17 09/06/17-09/08/17	2 2 2 2 2 2 2 2	:30 :30 :30 :30 :30 :30 :30 :30	7P- Wheel Of Fortune 7P- Wheel Of Fortune 7:30P- Jeopardy 7:30P- Jeopardy 11P- 11:30P (EST) 11P- 11:30P (EST) 11:30P- 12:30A (EST)	SPW	1	1	1	1 1 1	1	Spots	\$1,400 \$1,400 \$2,400 \$2,400 \$750 \$750 \$450	0.00 0.00 0.00 0.00 0.00 0.00	\$1,400.00 \$1,400.00 \$4,800.00 \$2,400.00 \$1,500.00 \$750.00 \$900.00	Washington (	WJLA) WJLA) WJLA) WJLA) WJLA) WJLA) WJLA) WJLA)	Comments	9/5/17 9/5/17 9/5/17 9/5/17 9/5/17 9/5/17

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